

American Indian Procurement and Technical Assistance Centers (AIPTAC)



PTAP

- The Procurement Technical Assistance Program (PTAP) was authorized by Congress in 1985 in an effort to expand the number of businesses capable of participating in the Government Marketplace.
- Administered by the Department of Defense / Defense Logistics Agency (DLA), the program provides matching funds through cooperative agreements with state and local governments and non-profit organizations for the establishment of Procurement Technical Assistance Centers (PTACs) to provide procurement assistance.

What is a PTAC?

- PTACs are Procurement Technical Assistance Centers and come in many different sizes and shapes, reflecting the needs, priorities and resources of the areas they serve.
- Some PTACs are administered directly by state governments, while others partner with universities, community colleges, local economic development corporations or other local institutions. Some PTACs operate within Bureau of Indian Affairs areas exclusively serving tribal enterprises and Indian-owned businesses.
- 93 Procurement Technical Assistance Centers (PTAC's) form a nationwide network of procurement professionals and 6 American Indian PTAC'S (AIPTAC).

The National Center For American Indian Enterprise Development

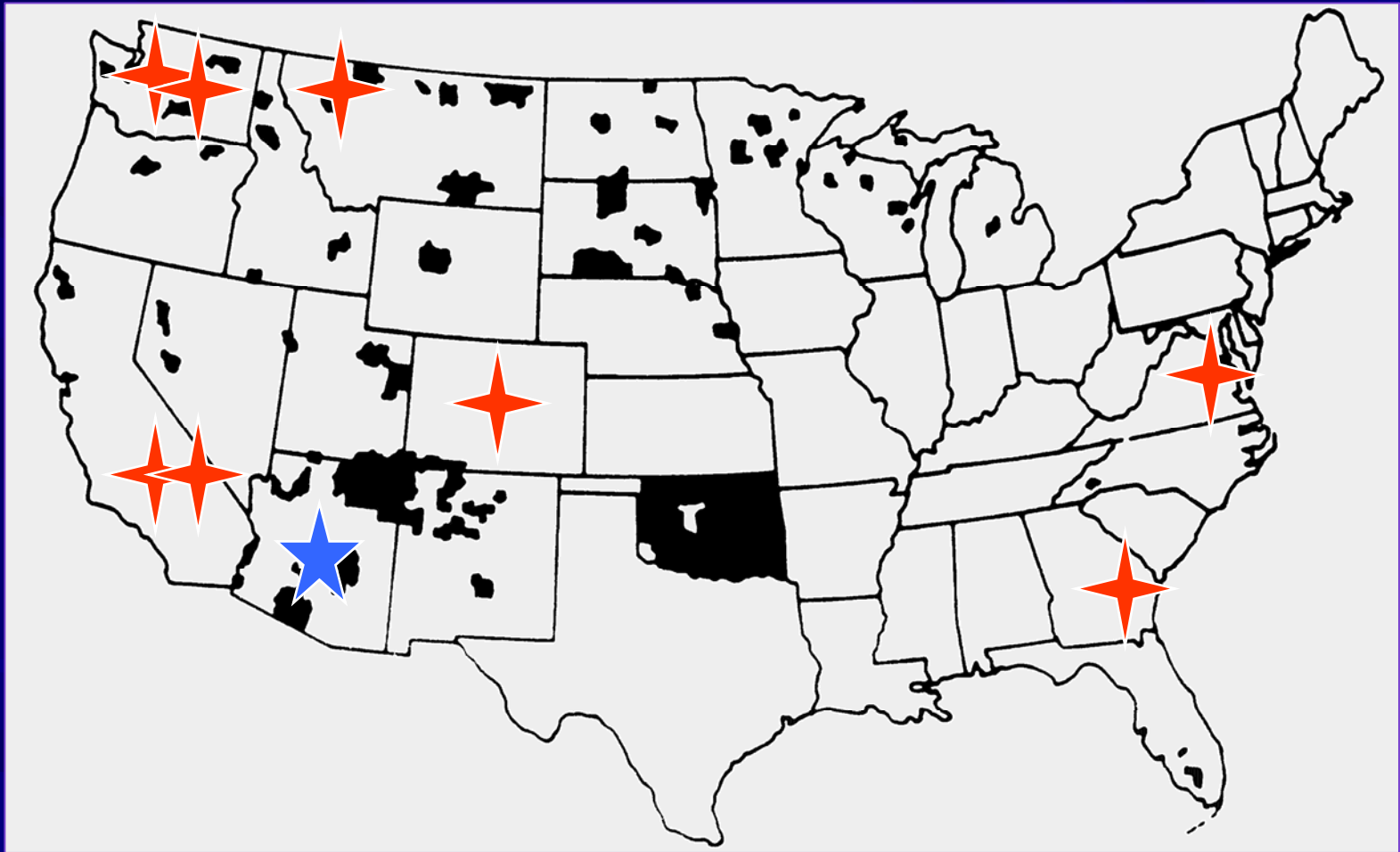
The Native American PTAC



Mission

To assist Native American individual businesses and tribal enterprises wanting to become involved in the federal (state, local and tribal) procurement process, and tap into the world's largest market of goods and services.

9 Offices via NCAIED & Supporting Non Profits



NCAIED at a Glance

- ★ 37 years in existence
- ★ Stable organization
- ★ 48 employees
- ★ 1,400 clients
- ★ Procure \$500M annually for clients
- ★ Maintain an extensive contact database
- ★ Worked with 80% of tribes

Technical Assistance

- Certification & Registration Assistance
- Training & Workshops
- Government Buying Procedures
- Electronic Commerce
- Proposal Preparation



AIPTAC

Our technical assistance services are:

FREE to Native American owned businesses and tribally owned enterprises.

Services

■ Determining Suitability for Contracting:

The government marketplace poses unique challenges that can overwhelm or even ruin a company that does not have the maturity or resources to meet them. AIP TAC counselor can help them determine if their company is ready for government opportunities and how to best position themselves to succeed.

Services

■ Securing Necessary Registrations:

An AIPTAC can help make sure a business is are registered with the various databases necessary to participate in the government marketplace, including the Department of Defense's Central Contractor Registration (CCR), the SBA's PRO-Net, and other government vendor databases.

Services

■ DBE, 8(a), HUBZone and other certifications:

Certain small businesses are eligible for preferred status in some government solicitations. AIPTAC counselors can help determine if a company is eligible for any of these certifications and guide them through the steps necessary to secure them.

Services

■ Researching Procurement Histories:

"What agencies have bought products like theirs in the past? Which companies have been awarded these contracts? How much have they been paid?" Answers to questions like these are necessary to guide their marketing strategy and give them a competitive edge. An AIPTAC can help them ask the right questions and get the information they need to succeed.

Services

■ Networking:

Most AIPTACs sponsor regular “training and matchmaking” events, providing critical opportunities to connect with agency buying officers, prime contractors and other businesses that may offer teaming or subcontracting opportunities.

Services

■ Identifying Bid Opportunities:

AIPTAC can make sure that are
businesses are notified -- on a daily basis -
- of all government contract opportunities
that their company is eligible to bid on.

Services

■ Proposal Preparation:

A procurement specialist can help them navigate even the most difficult solicitation package, including securing necessary ***specifications and drawings*** and determining ***pricing***. They will never need to pass up a great contract opportunity just because the solicitation is too complicated.

To Be Eligible for Services:

Businesses must be located on or near federally recognized reservations;

Must be 51% Indian-owned or Tribally owned;

Must be a For-Profit established business.

AIPTACs work with Primes and Agencies

- ✓ To locate top-quality Native American owned firms to fulfill needed requirements.
- ✓ To locate potential Native American owned firms to participate in the Mentor Protégé Program.
- ✓ To be their sole source of help in meeting their subcontracting Native American business goals.

CONTACT US

- If you are a prime or subcontractor or a government agency wanting to do business in Indian Country or
- A tribal enterprise or Indian-owned business wanting to become a client of NCAIED go to;
- www.NCAIED.org

National Center for American Indian Enterprise Development

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